

1. The first step is to identify the problem. In this case, the problem is that the company is not meeting its sales targets.

2. The second step is to analyze the problem. This involves identifying the causes of the problem and determining the impact of the problem on the company.

3. The third step is to develop a solution. This involves identifying the actions that need to be taken to address the problem and determining the resources that will be required.

4. The fourth step is to implement the solution. This involves putting the solution into action and monitoring the progress of the implementation.

5. The fifth step is to evaluate the results. This involves assessing the effectiveness of the solution and determining whether the problem has been resolved.

Stuart F. Baum

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